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## Brown Aviation Lease

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*Panelist for: Jason Griswold, Brown Aviation Lease*

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# Brown Aviation Lease

# Flying Into The Perfect Career

WHY MILLENNIAL PILOTS ARE  
POSITIONED FOR SUCCESS

In today's workforce, specialization doesn't necessarily equal success. Instead, what's needed is a group of core skills and abilities that positions workers to adapt to rapidly changing market demands. Becoming a pilot provides the portable skillset, confidence, and experience necessary to thrive in a fluctuating economy.

63%

of CEOs are concerned  
about the availability  
of key skills amongst  
job candidates

51%

of organizations find  
the current workforce's  
skills do not match  
changes in their  
strategy, goals, markets,  
or business models

## What a Pilot Learns

Flying an aircraft is an incredibly complex task. It takes a quick-thinking, observant, and analytical mind.

### TOP LIFE SKILLS OF A PILOT



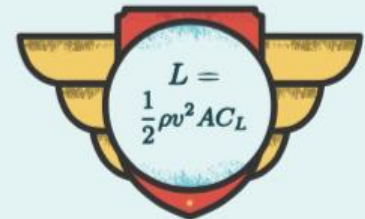
Self confidence



Managing uncertainty



Communication

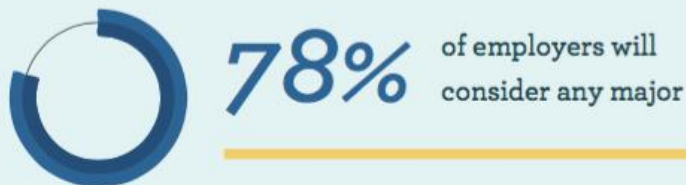


Problem solving



Adaptability

## Corporate Employment



## Entrepreneurship



## Freelance Work and Independent Contracting



<http://www.pwc.com/gx/en/ceo-survey/2014/assets/pwc-17th-annual-global-ceo-survey-jan-2014.pdf>  
[https://www.td.org/%20About/~/\\_media/Files/About%20ASTD/Public%20Policy/%20BridgingtheSkillsGap2010.pdf](https://www.td.org/%20About/~/_media/Files/About%20ASTD/Public%20Policy/%20BridgingtheSkillsGap2010.pdf)  
<http://www.brownaviationlease.com/blog/bid/91011/Aviation-Education-The-Price-of-Everything-and-the-Value-of-Nothing>  
<http://www.bls.gov/ooh/transportation-and-material-moving/airline-and-commercial-pilots.htm#tab-4>

## WHAT EMPLOYERS ARE CONSIDERING



Communication



Problem solving



Adaptability



## TOP ENTREPRENEURS HAVE



Flexibility



Self confidence



Tolerance of ambiguity



## EXPERT FREELANCERS MUST HAVE



Problem solving skills



Communication skills



Self confidence



<http://chronicle.com/items/biz/pdf/Employers%20Survey.pdf>  
<https://www.naceweb.org/s11122014/job-outlook-skills-qualities-employers-want.aspx>  
<http://blog.accessdevelopment.com/what-millennials-want-in-the-workplace-opportunity>  
<http://www.entrepreneur.com/article/230350>  
<http://nqnwebs.com/IMG/pdf/freelancer1-99giveaway.pdf>



## CASE STUDY

# *Flying Into The Perfect Career*

## Why Millennial Pilots Are Positioned For Life Long Success

For many becoming a professional pilot is the culmination of a life long love affair with flight. It is an achievement to be proud of that can lead to a rewarding career in aviation, but there is more value to becoming a pilot than just being able to fly an airplane.

Pilot training and flight experience produce an enviable group of core life skills—skills that are surprising portable and applicable in today's complex global marketplace. Experts agree the dynamics of the job market have markedly shifted. Instead of job specific training, what is needed to succeed in today's market is a group of core skills and abilities.

**Armed with the life skills imparted through flight training, a pilot is positioned for success even if they choose a career outside of the cockpit.**

## What a Pilot Learns

Flying an aircraft is an incredibly complex task. It takes a quick-thinking observant and analytical mind. Executing precision takeoffs and landings necessitates both **confidence** and skill. Clear **communication** with fellow crew, ground staff and air traffic control is absolutely essential to ensure safety. Pilots navigate changing weather conditions, face unexpected events in the air and must be able to quickly **solve problems** and **adapt** to dynamic situations.

Every time a pilot flies these skills are utilized and honed. They are skills that stay with a pilot for life, and directly map to skills identified as crucial for success in corporate employment, entrepreneurship, and freelance work.

### Top Life Skills of a Pilot

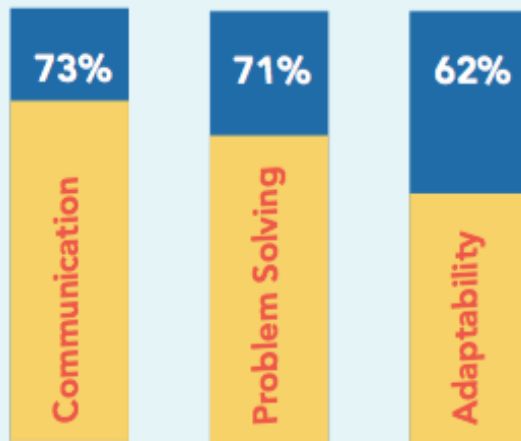
- Self Confidence
- Managing Uncertainty
- Communication
- Problem Solving
- Adaptability

# CASE STUDY

(Cont.)

## Corporate Employment

### Skills Employers Look For



In the corporate sector traditional rules governing hiring no longer apply as companies seek to “future proof” their talent pool. According to a *New York Times* [article](#), the nation’s top rated employer Google has shifted away from traditional HR metrics. Laszlo Bock, the Senior Vice President of People Operations says “Talent can come in so many different forms and be built in so many non-traditional ways today, hiring officers have to be alive to every one.”

A [survey](#) by the National Association of Colleges and Employers confirms companies now value skills like problem solving and communication above college major.





## Entrepreneurship

Entrepreneurship is now widely recognized as a key component to the growth of a robust economy, and millennials are more interested than ever in starting their own business. According to [\*Entrepreneur Magazine\*](#), "Business experts and venture capitalists say entrepreneurs can emerge at any stage of life and from any realm," and goes on to say "the best entrepreneurs do share a collection of characteristics." Characteristics, as it turns out, that map directly to pilot skills.

### Successful Entrepreneurs Who Are Pilots



**Michael Bloomberg**  
*Founder, Bloomberg LP*



**Steve Wozniak**  
*Co-Founder, Apple*



**Larry Ellison**  
*Founder, Oracle*

## Freelance Work & Contracting

### Projected Growth of Freelancing

**"The collaborative or sharing economy has received \$15 billion in funding — more than the entire social networking space .... If that's any indicator, the collaborative economy is still in its infancy, and many more billion-dollar companies (and unicorns) are coming soon.."**

**-VentureBeat**

Tech savvy, social media loving millennials have helped fuel the rapid rise of the sharing economy. Companies like Uber, TaskRabbit, and Fiverr have redefined employment and are increasingly drawing millennials to the flexibility of freelance work. A [study](#) by the Career Advisory Board rated personal attributes equal in importance to technical skill in determining success in this arena. [\*The Principles of Successful Freelancing\*](#) emphasizes that there are predominate personality traits and abilities you'll be likely to find in a successful freelancer such as self-confidence, communication and an aptitude for problem solving.

## Flying Into the Perfect Career

The research is clear, core skills rather than specialization are needed to adapt and succeed in today's changing markets—skills pilots possess. For millennials, the benefits received from pilot training go far beyond just earning a seat in the cockpit. Wherever life eventually takes them, pilots can be confident they possess the building blocks that ensure ongoing career success.

*"There's an old motto, 'Hire traits, train skill.' But in today's dynamic environment it might be more prudent to hire traits that enable ongoing renewal of skills"*

*-Forbes Magazine*

*"The world only cares about—and pays off on—what you can do with what you know (and it doesn't care how you learned it)...."*

*-The New York Times*